



UW-Extension

Horticulture contributes to Washington County diversity

Washington County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products add up to \$18.5 million. Landscape, grounds maintenance and tree-care businesses create additional full-time jobs and many seasonal jobs.

Direct-marketing sales add \$965,000 to economy

More and more Washington County farmers sell directly to consumers through roadside stands, farmers' markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 94 farms generate \$965,000 in direct-marketing sales.

Farmers are stewards of about half the county's land

Washington County farmers own and manage 129,790 acres, about 47 percent, of the county's land. This includes cropland, pasture, tree farms, farm forests and wetlands. As stewards of the land, farmers use conservation practices, such as crop rotation, nutrient management and integrated pest management, to protect environmental resources and provide habitat for wildlife.



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Economic data (2008) provided by:
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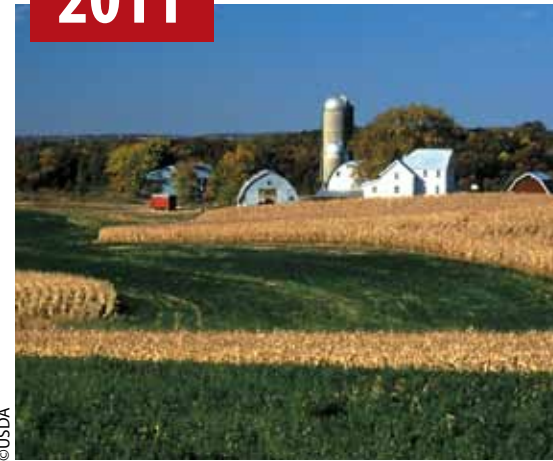
Other economic data from:
USDA 2007 Census of Agriculture

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AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN



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Washington County Agriculture: Value & Economic Impact

Agriculture works hard for Washington County every day. Family-owned farms, food processors and agriculture-related businesses generate thousands of jobs and millions of dollars of economic activity while contributing to local income and tax revenues.

Washington County agriculture is diverse, which adds to its strength. Dairy leads the way, but grain, greenhouse and nursery, livestock, vegetable and farm-direct markets are also very important.

Washington County's diverse agricultural atmosphere is a vital part of the area's culture, communities and economy. Residents find that this rural-urban mix adds value to their quality of life. Employers find that it helps recruit high-quality employees. For many, it is why they choose to live and base their businesses here.

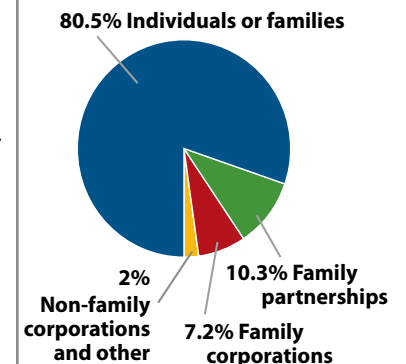
Agriculture is uniquely positioned to foster and conserve Washington County's farm, family and wildlife friendly rural atmosphere while contributing a great deal to the local economy and tax base.



How important is agriculture?

- Agriculture provides **3,506 jobs** in Washington County.
- Agriculture accounts for **\$746 million in business sales.**
- Agriculture contributes **\$218 million** to county income.
- Agriculture pays **\$21 million in taxes.**

Who owns the farms?



Agriculture provides 5% of county's jobs

Washington County **agriculture provides 3,506 jobs**, about 5 percent, of the county's workforce of 66,166. Jobs include farm owners and managers, farm employees, veterinarians, crop and livestock consultants, feed, fuel and other crop input suppliers, farm machinery dealers, barn builders, agricultural lenders and other professionals, to name a few. It also includes those employed in food processing and other value-added industries. Every job in agriculture generates an additional 0.86 jobs in the county.

Agriculture pumps \$746 million into economy

Washington County **agriculture generates \$746.1 million**, or 8 percent, of the county's total business sales. Every dollar of sales from agricultural products generates an additional \$0.41 of business sales in other parts of the county's economy.

Here's how agriculture stimulates business activity:

- The direct effect of agriculture equals \$527.9 million and includes the sale of farm products, processed and other value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$163.9 million in business sales. For example, this includes business-to-business purchases of fuel, seed, fertilizer, feed and farm machinery, as well as veterinary services, crop and livestock consultants, and financial services.
- This business-to-business activity then generates another \$54.3 million in sales when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture contributes \$218 million to income

Washington County agriculture **accounts for \$218.1 million**, about 5 percent, of the county's total income. This includes wages, salaries, benefits and profits of farmers and workers in agriculture-related businesses. Every dollar of agricultural income generates an additional \$0.97 of county income.

Agriculture pays \$21 million in taxes

Economic activity associated with Washington County farms and agriculture-related businesses **generates \$21 million** in local and state taxes. This figure does not include all property taxes paid to support local schools. If it did, the number would be much higher.

Table 1. Taxes generated by agriculture

Sales tax	\$4.6 million
Property tax	\$6.1 million
Income tax	\$3.4 million
Other	\$6.9 million
Total	\$21.0 million

Table 2. Washington County's top commodities (sales by dollar value, 2007)

1. Milk	\$56.7 million
2. Grain	\$20.0 million
3. Nursery & greenhouse	\$15.4 million
4. Cattle & calves	\$10.1 million
5. Vegetables	\$3.1 million



Dairy is a key Washington County industry

Dairy farming is the major agricultural industry in Washington County. On-farm milk production generates \$69.7 million in business sales. Processing milk into dairy products accounts for another \$294.1 million.

- Seven plants process dairy products in Washington County.
- On-farm milk production accounts for 552 jobs, and dairy processing accounts for 927 jobs.
- At the county level, each dairy cow generates \$3,769 in on-farm sales to producers.
- At the state level, each dairy cow generates about \$21,000 in total sales.

